

**A RESOLUTION  
BY FINANCE/EXECUTIVE COMMITTEE**

**A RESOLUTION AUTHORIZING THE MAYOR TO ENTER INTO AN APPROPRIATE CONTRACTUAL AGREEMENT WITH NORTHROP GRUMMAN INFORMATION TECHNOLOGY, INC., PURSUANT TO CHAPTER 2, ARTICLE X, DIVISION 4, SECTION 2-1191.1 OF THE PROCUREMENT AND REAL ESTATE CODE, OF THE CITY OF ATLANTA CODE OF ORDINANCES, FOR THE PURCHASE OF STRATUS SERVERS, CALL-TAKER WORKSTATIONS AND OTHER EQUIPMENT, ON BEHALF OF THE OFFICE OF THE MAYOR, IN AN AMOUNT NOT TO EXCEED ONE MILLION, EIGHT HUNDRED THOUSAND DOLLARS AND NO CENTS (\$1,800,000.00); ALL DEBT SERVICE PAYMENTS SHALL BE CHARGED TO AND PAID FROM FUND, DEPARTMENT ORGANIZATION AND ACCOUNT NUMBER 1001 (GENERAL FUND) 200867 (NDP 2006 PUBLIC SAFETY FACILITY) 6110999 (SINKING FUND REQUIREMENT) 8000000 (DEBT SERVICE); AND FOR OTHER PURPOSES.**

**WHEREAS**, the City of Atlanta ("City") entered into Agreement FC-6006007915, Critical Safety Systems Support, with Northrop Grumman Information Technology, Inc. ("Northrop Grumman"), effective January 1, 2007, pursuant to Resolution 06-R-2664; and

**WHEREAS**, the City issued Amendment No. 1 to FC-6005007915, Critical Safety Systems, to add funding to the Agreement to provide for the safe migration of the existing Computer Aided Dispatch ("CAD") system from City Hall East to the new 911 Call Center at 180 Peachtree Street; and

**WHEREAS**, Northrop Grumman currently serves as the City's integrator for Public Safety Systems Inc. equipment, including the Stratus servers which must be purchased for the CAD migration, as the current servers are not only obsolete but cannot be turned off at any point in order to be moved; and

**WHEREAS**, the City desires to purchase Stratus servers, workstations and other equipment from Northrop Grumman to facilitate the CAD migration from City Hall East to the new 911 Center; and

**WHEREAS**, the Chief Procurement Officer, in consultation with the Chief Operating Officer, has determined that an unusual or unique situation exists that makes the application of all requirements of competitive sealed bidding or competitive sealed proposals contrary to the public interest and, as such, deems it necessary and in the best interests of the City to provide for the immediate procurement of servers, workstations and other equipment from Northrop Grumman, Inc.

**WHEREAS**, payment for the servers, workstations and other equipment shall be made pursuant to the Lease/ Purchase Agreement authorized in resolution 08-R-0405.

**THE CITY COUNCIL OF THE CITY OF ATLANTA, GEORGIA HEREBY RESOLVES** that the Mayor is hereby authorized under the authority of §2-1191.1 of Article X, Procurement And Real Estate Code, of the City of Atlanta, Code of Ordinances, to execute, on behalf of the City of Atlanta, an Agreement with Northrop Grumman Technology Inc., for the purchase of Stratus Servers, Call-taker workstations and other equipment, in an amount not to exceed One Million, Eight Hundred Thousand Dollars and No Cents (\$1,800,000.00).

**BE IT FURTHER RESOLVED**, that payments to Northrop Grumman Technology Inc. shall be made by Wachovia Bank, and debt service payments to Wachovia Bank under the Lease/Purchase Agreement authorized in 08-R-0405 shall be charged to and paid from Fund, Department Organization and Account Number 1001 (General Fund), 200867 (NDP 2006 Public Safety Facility), 6110999 (Sinking Fund Requirement), 8000000 (Debt Service).

**BE IT FURTHER RESOLVED**, that the City Attorney be and is hereby directed to prepare the appropriate contractual agreement for execution by the Mayor.

**BE IT FINALLY RESOLVED**, that said contractual agreement shall not become binding upon the City, and the City shall incur no liability upon the same until such contract is approved by the City Attorney as to form, executed by the Mayor, attested to by the Municipal Clerk, and delivered to the contracting parties.

*Legislation White Paper*

**Committee of Purview**

**Finance Executive Committee**

**Caption:**

**Council Meeting Date:**

October 14, 2008

**Legislation Title:**

A resolution authorizing the Mayor to execute a Special Procurement Contract with Northrop Grumman Information Technology for FC-6006007915, Critical Safety Systems on behalf of the Office of the Mayor.

**Requesting Department:**

The Department of Information Technology on behalf of the Office of the Mayor

**Contract Type:**

Professional Services

**Source Selection:**

Request for Proposals

**Proposals Due:**

August 23, 2006

**Invitations Issued:**

3 – also advertised on the web and AJC

**Proposals Received:**

1

**Proponents:**

Northrop Grumman Information Technology

**Justification Statement:**

Northrop Grumman is the current CAD annual maintenance provider and will be facilitating the CAD migration from City Hall East to the facility at 180 Peachtree St.

The CAD migration includes services and equipment purchases. The services must be managed by Northrop Grumman, and the largest part of the equipment purchased must be purchased by Northrop Grumman. The City must purchase the necessary equipment to create the enhanced 911 call center. The City has owned and operated a computer-aided dispatch system that is developed by PSSI, and integrated by Northrop Grumman.

The largest operating pieces of equipment in the CAD are the Stratus servers. Resolution (08-R-0649) provided for the migration of the CAD via Amendment No.1. The City attempted to purchase the servers directly from the manufacturer, Stratus, to try to achieve cost savings, however, Stratus sells turnkey solutions that must include their software/application. The City therefore cannot purchase Stratus Servers without our current Value Added Resellers, which is PSSI, who must purchase them on our behalf. Northrop Grumman is the City's integrator for PSSI. Stratus's does not work with municipalities directly- only Value Added Resellers (VARs). PSSI is one of their VAR's, and is also the company that has produced the servers we have that work in conjunction with

our CAD. Stratus' agreements do not allow them to provide server pricing on an individual basis. They do not have generic/horizontal resellers as a distribution channel here in the US. To use another CAD vendor in the purchase of these servers would require the City to purchase a new Computer-Aided Dispatch system.

The current servers are outdated, while the new ones will have greater memory, hard drive space and enhanced software.

The City has arranged to cover the immediate cost of the equipment through a lease-purchase agreement with Wachovia Bank. This lease purchase was authorized by Resolution 08-R-0405. The Wachovia funding in the amount of \$7,000,000 was secured in order to fund the furniture, fixtures and equipment for the new public safety facilities. Finally, the city was able to secure a significant discount (\$240,000) on the annual maintenance agreement with Northrop Grumman by bundling the services and equipment on the CAD migration.

<b>Background:</b>	The purpose of this legislation is to amend the Northrop Grumman annual maintenance contract by adding funds and adding to the scope of work to provide for the purchase of equipment for the CAD system migration to 180 Peachtree.
<b>Fund Account Center:</b>	<b>Not Applicable. Will be paid for from Wachovia Lease Purchase Loan</b>
<b>Fiscal Impact (if any):</b>	\$2,000,000.00
<b>Term of Contract:</b>	Term for the amendment will remain the same as the original contract.
<b>Method of Cost Recovery:</b>	Not Applicable
<b>Approvals:</b>	
<b>DOF:</b>	Approved
<b>DOL:</b>	Approved
<b>Prepared By:</b>	Shannon Burton (404) 330-6925
<b>Contract Number:</b>	Special Procurement for FC-6006007915, Critical Safety Systems



## CITY OF ATLANTA

Shirley Franklin  
Mayor

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55 TRINITY AVENUE, SW  
ATLANTA, GA 30303  
(404) 330-6204 Fax: (404) 658-7705  
Internet Home Page: [www.atlantaga.gov](http://www.atlantaga.gov)

DEPARTMENT OF PROCUREMENT  
Adam L. Smith, Esq., CPPB  
Chief Procurement Officer  
[asmith@atlantaga.gov](mailto:asmith@atlantaga.gov)

October 16, 2008

### PROCUREMENT CODE SECTION 2-1191.1 SPECIAL PROCUREMENT DESIGNATION FC-4845

Pursuant to Atlanta City Code Section 2-1191.1, the Chief Procurement Officer may initiate a procurement above the small purchase amount specified in Section 2-1190 where he/she determines that an unusual or unique situation exists that make the application of all requirements of competitive sealed bidding or competitive sealed proposals contrary to the public interest and such procurement does not technically qualify as a sole source procurement under Code Section 2-1191. Any special procurement under this Section shall be made with such competition as is practicable under the circumstances. A written determination of the basis for the procurement and for the selection of the particular contractor shall be included by the chief procurement officer in the contract file.

This special procurement request is made to procure goods on behalf of the Executive Offices, Office of the Mayor.

Having conducted an investigation of the available sources regarding the materials, goods and/or services stipulated herein pursuant to § 2-1191.1 of the City of Atlanta Code of Ordinances, Special Procurement, my findings are the following:

1. Northrop Grumman is the current CAD annual maintenance provider and will be facilitating the CAD migration from City Hall East to the facility at 180 Peachtree St.
2. The CAD migration includes service and equipment purchases. The City must purchase the necessary equipment to create the enhanced 911 call center. As stated, the services must be managed by Northrop Grumman, and the largest part of the equipment purchased must be purchased by Northrop Grumman. The City has owned and operated a computer-aided dispatch system that is developed by PSSI, and integrated by Northrop Grumman.
3. The largest operating pieces of equipment in the CAD are the Stratus servers. The City attempted to purchase the servers directly from the manufacturer, Stratus, to try to achieve cost savings. However, Stratus sells turnkey solutions that must include their software/application. The City cannot purchase Stratus Servers without our current Value Added Resellers, which is PSSI, who must purchase them on our behalf. Northrop Grumman is the City's integrator for PSSI.

Re: FC-4845, Special Procurement for *Equipment Purchase from Northrop Grumman*  
October 16, 2008  
Page 2

Stratus's does not work with municipalities directly- only Value Added Resellers (VARs). PSSI is one of their VAR's, and is also the company that has produced the servers we have that work in conjunction with our CAD. Stratus' agreements do not allow them to provide server pricing on an individual basis. They do not have generic/horizontal resellers as a distribution channel here in the US. To use another CAD vendor in the purchase of these servers would require the City to purchase a new Computer-Aided Dispatch system.

4. Finally, the city was able to secure a significant discount (\$240,000) on the annual maintenance agreement with Northrop Grumman by bundling the services and equipment on the CAD migration. The pricing for the equipment was dependent upon NG installing it.

I, Adam L. Smith, by the authority vested in me pursuant to § 2-1191.1 of the City of Atlanta Code of Ordinances, do hereby approve, direct and authorize the special procurement for goods to be provided by Northrop Grumman.

  
Adam L. Smith




## CITY OF ATLANTA

Office of the Mayor  
Shirley Franklin  
55 Trinity Avenue, SW  
Atlanta, GA 30335-0300  
[www.atlantaga.gov](http://www.atlantaga.gov)

### MEMORANDUM

To: Adam Smith, Department of Procurement

From: Shannon Burton, Office of the Mayor 

Date: October 13, 2008

Re: Request for Special Procurement

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The Project Management Office for the Enhanced 911 facility is seeking to enter into contract with Northrop Grumman for the Purchase of equipment that will be installed and utilized by public safety personnel in the E911 Center. The Northrop Grumman equipment is part of the Computer-Aided Dispatch system that will be moved from City Hall East to 180 Peachtree Street. Northrop Grumman will provide the service of Migration of the CAD from CHE to the new E911 Center, which was provided for in Resolution 08-R-0649. The Procurement of the equipment cannot be competitively bid for several important reasons:

- Northrop Grumman is the current CAD annual maintenance provider and will be facilitating the CAD migration from City Hall East to the facility at 180 Peachtree St.
- The CAD migration includes service and equipment purchases. The City must purchase the necessary equipment to create the enhanced 911 call center. As stated, the services must be managed by Northrop Grumman, and the largest part of the equipment purchased must be purchased by Northrop Grumman. The City has owned and operated a computer-aided dispatch system that is developed by PSSI, and integrated by Northrop Grumman.
- The largest operating pieces of equipment in the CAD are the Stratus servers. The City attempted to purchase the servers directly from the manufacturer, Stratus, to try to achieve cost savings. However, Stratus sells turnkey solutions that must include their software/application. The City cannot purchase Stratus Servers without our current Value Added Resellers, which is PSSI, who must purchase them on our behalf. Northrop Grumman is the City's integrator for PSSI.

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- Finally, the city was able to secure a significant discount (\$240,000) on the annual maintenance agreement with Northrop Grumman by bundling the services and equipment on the CAD migration. The pricing for the equipment was dependent upon NG installing it.



TRANSMITTAL FORM FOR LEGISLATION

TO: MAYOR'S OFFICE

ATTN: GREG PRIDGEON

Dept.'s Legislative Liaison: Shannon Burton

Contact Number: 404-330-6925

Originating Department: Office of the Mayor

Committee(s) of Purview: Finance/ Executive Committee

Chief of Staff Deadline: October 15, 2008

Anticipated Committee Meeting Date(s): October 28-29, 2008

Anticipated Full Council Date: November 3, 2008

Legislative Counsel's Signature: [Signature]

Commissioner Signature: [Signature]

Chief Procurement Officer Signature: [Signature]

**CAPTION**

A RESOLUTION AUTHORIZING THE MAYOR TO ENTER INTO AN APPROPRIATE CONTRACTUAL AGREEMENT WITH NORTHROP GRUMMAN INFORMATION TECHNOLOGY, INC., PURSUANT TO CHAPTER 2, ARTICLE X, DIVISION 4, SECTION 2-1191.1 OF THE PROCUREMENT AND REAL ESTATE CODE, OF THE CITY OF ATLANTA CODE OF ORDINANCES, FOR THE PURCHASE OF STRATUS SERVERS, CALL-TAKER WORKSTATIONS AND OTHER EQUIPMENT, ON BEHALF OF THE OFFICE OF THE MAYOR, IN AN AMOUNT NOT TO EXCEED ONE MILLION, EIGHT HUNDRED THOUSAND DOLLARS AND NO CENTS (\$1,800,000.00); ALL DEBT SERVICE PAYMENTS SHALL BE CHARGED TO AND PAID FROM FUND, DEPARTMENT ORGANIZATION AND ACCOUNT NUMBER 1001 (GENERAL FUND) 200867 (NDP 2006 PUBLIC SAFETY FACILITY) 6110999 (SINKING FUND REQUIREMENT) 8000000 (DEBT SERVICE); AND FOR OTHER PURPOSES.

FINANCIAL IMPACT (if any): \$1,800,000.00

Mayor's Staff Only

Received by CPO: \_\_\_\_\_ Received by LC from CPO: \_\_\_\_\_  
(date) (date)

Received by Mayor's Office: 10/17/08 Reviewed by: [Signature]  
(date) (date)

Submitted to Council: \_\_\_\_\_  
(date)